



M e m o r a n d u m

<p>To: Panel Members</p> <p>From: Ada Carrillo Acting Assistant Director</p> <p>Subject: AUGUST 2004 PANEL PACKET</p>	<p>Date: August 19, 2004</p> <p>File: L:\04\Panel Summary Memos\August.doc</p>
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I am attaching this month's Panel packet as well as an alphabetical listing of the employers, participating employers, and subcontractors involved in projects before the Panel this month. Please review the list carefully and let me know if you anticipate conflicts with any of the projects.

We are expecting a quorum at this month's meeting. The Panel is scheduled to consider 44 projects this month for a total of approximately \$18.9 million. The Panel will not be meeting in September; the next scheduled meeting is October 29, 2004, in Sacramento.

I am pleased that Victoria Bradshaw, newly confirmed Secretary of the Labor and Workforce Development Agency, will be addressing the Panel at the August meeting. Secretary Bradshaw, as a former ETP Executive Director, has a unique and valuable perspective on the ETP program, and staff appreciates the opportunity to learn more of her viewpoints about ETP.

In the interest of making Panel meetings more time efficient, we have started using a consent calendar. At each meeting, I will ask the Panel to consider a motion to adopt all consent calendar projects, which will be limited to proposals that: (1) have a proposed amount of less than \$500,000 dollars; (2) do not appear to have any issues which typically have been concerns of the Panel; (3) are with a single employer that has not had multiple ETP agreements; and (4) are not multi-employer or Special Employment Training projects. Panel members will have the option to remove any project from the consent calendar for Panel consideration.

Please note that two economic development proposals, Genentech and Dreyer's Grand Ice Cream Holdings, Inc., were withdrawn from consideration this month at the companies' requests. It is expected that each proposal will be submitted to the Panel for consideration at October Panel meeting.

The following proposals have issues that the Panel may wish to address:

1. Westech College: This proposal is the only multiple employer retraining proposal under consideration this month with 100 percent center-based training. According to the applicant, the school customizes training by involving each

employer in customization surveys and training needs assessments to determine each participating employer's particular training needs. Furthermore, the core group of participating employers certified that training would be considered voluntary for their employees under state labor law criteria.

2. Worldwide Educational Services: The range of trainee costs under this proposal is from \$3,036 to \$5,772 for 210 to 390 hours of training. The applicant proposes to train unemployed workers in one of the following categories: (a) medical assistant/medical front office; (b) bookkeeping, accounting, or (c) telecommunications/broadband/electronics.

The applicant's justification for this high cost of training is based on two factors: (1) the potential salary increases associated with its targeted industries; and (2) the increased potential of upward career mobility available to successful trainees. According to ETP staff research, trainees' wages generally increased by 25 percent from the ETP minimum hourly wage under the current Worldwide Agreement (from \$10.50 to \$13.13) within the eighteen months following the completion of training.

3. Alameda Computer Center: In this amendment, the applicant requests approval to train 50 additional unemployed workers as computer technicians and network cable technicians. The trainee costs range from \$5,107 to \$5,586 per trainee and are based on an average number of training hours of from 320 to 350. The requested number of training hours is based on the applicant's past experience training ETP trainees under three prior Agreements and on feedback from participating employers regarding job readiness of trainees completing the program.

According to the applicant, the majority of its ETP trainees are hired at a wage higher than ETP's minimum hourly wage of \$9.13 for Placer County and \$10.02 for Sacramento County. The applicant reports that trainees placed in this Agreement to date average \$13.50 per hour. After one year of performance under this Agreement, the applicant reports that five trainees have had salary increases of seven percent after the retention period to an average of \$14.50 per hour.

Prior to the consideration of projects, I will update the Panel on ETP's current fund status. I will also provide a brief summary of the California Performance Review's findings and recommendations concerning ETP. Additionally, Acting General Counsel Susan Bobrow will discuss the Critical Proposal regulation amendment, which was approved on an emergency basis and became effective on August 17, 2004.

Attachment: - Alphabetical Listing of Employers, Participating Employers, and Subcontractors

Alpha Listing of Employers, Participating Employers and Subcontractors

21st Century Insurance Group Tab 38

- Quick Start Woodland Hills
- Training Funding Partners Irvine
- Trinet Pomona

Agilent Technologies, Inc. Tab 42

Alameda Computer Center, Inc. Tab 28

- Aerojet General Corporation Rancho Cordova
- Best Buy Citrus Heights
- Comcast Philadelphia
- CyberGuys Rancho Cordova
- Fry's Electronics Sacramento
- InfoPros-Drakeley & Smith, Inc. Citrus Heights
- Office Depot Sacramento
- Sure West Communications Roseville

Autoland, Incorporated Tab 30

- National Training Company Irvine

A-W Engineering Co., Inc. Tab 1

Best Software, Inc. Tab 2

- Training Funding Partners Irvine

California Chassis, Inc. Tab 35

- Leadership Consulting Associates Lake Forest

California Manufacturing Technology Consulting Tab 24

- Armstrong World Industries South Gate
- California Pottery & Tile Los Angeles
- Cannon Safe San Bernardino
- Cerritos College Norwalk
- Craftech Anaheim
- European Panel Products San Diego
- Fox Hills Industries and Machining Huntington Beach
- GE Osmonics Vista
- Glendale Community College Glendale
- Head West Compton
- Jackson Corporation Los Angeles
- JMR Electronics, Inc. Chatsworth
- Mira Costa College Oceanside
- Mo Bio Laboratories, Inc. Carlsbad
- National RV Inc. Perris
- Packaging Advantage Corp. Los Angeles
- Prime Wheel Gardena
- Riverside Community College Norco
- Royal Truck Bodies, Inc. Paramount
- Thoro Packaging Corona
- University of California San Diego Extension San Diego
- Viasat, Inc. Carlsbad

Carabella Corporation Tab 3

- E-Gate College, Inc. Irvine

Casa Sanchez Foods Tab 4

Clorox Company Tab 43

- California Training Administration San Jose

Con-Way Transportations Services, Inc. Tab 34

Corporate Express Office Products, Inc. Tab 31

Edward Apffel Company Tab 5

- Access to Capital Pasadena
- Joseph H. Safier Beverly Hills
- TNA North America, Inc., Encinitas

El Camino Community College District/ Center for Applied Competitive Technologies Tab 25

- Adams Rite Aerospace, Inc. Fullerton
- Air Louvers-Samson Products Commerce
- Car Sound Exhaust Rancho Santa Margarita
- Intex Recreation Corp. Long Beach
- Moog, Inc. Aircraft Group Torrance OPNS Torrance
- Teledyne Microelectronic, Inc. Los Angeles
- Tri Star Electronics El Segundo

Elgar Electronics Corporation Tab 36

- Aware Consulting Santa Ana
- Blue Star Learning San Diego
- Bruce Carsten Associates, Inc. Sacramento
- Ceridian Carlsbad
- Dharma Consulting Leucadia
- DRM Associates Palos Verdes
- Fred Harris & Associates Lemon Grove
- Quality and Productivity Resources Poway

GKN Aerospace Transparency Systems, Inc. Tab 6

Greenheck Fan Corporation Tab 7

- County of Placer, Office of Economic Development

Hawker Pacific Aerospace Tab 8

H.E.R.C. Products Incorporated Tab 9

- Continental Maritime San Diego, Inc. San Diego

Homeland Solutions, Inc. Tab 10

International Business Machines Corporation Tab 44

ITT Industries, Inc. DBA BIW Connector Systems Tab 46

Leadership, Training, and Education Fund Tab 32

- Able Building Maintenance Company San Francisco
- ABM Janitorial Services San Ramon
- ACME Building Maintenance Alviso
- Township Building Services, Inc. Novato

Monterey Mushrooms, Inc. Tab 11

- Farmworker Institute for Educational and Leadership Development Bakersfield
- inKNOWvate Watsonville

Owens-Illinois Glass Containers, Inc. Tab 12

Pacific Coast Maritime Consortium Tab 21

- American Ship Management, LLC Walnut Creek
- Foss Maritime Company Richmond
- Matson Navigation Company, Inc. San Francisco

Pacific Satellite Connection Tab 13

- Discreets Santa Monica

Plastikon Industries, Inc. Tab 14

- RINA Accountancy Corporation Walnut Creek

Reprographics Fax Group d.b.a. Copier Products Group Tab 15

- Ocean Consulting Group Murrieta

Riverside County Economic Development Agency Tab 22

- Armtech Esterline Corporation Coachella
- Newbasis West, LLC Riverside
- Risco, Inc. Beaumont
- Thor California Moreno Valley
- University of California Riverside

RWM Fiber Optics, Inc. Tab 26

- Comcast Culver City
- Great Lakes Cable San Diego
- Mastec North America, Inc. El Segundo
- Max Electric Corp. San Marcos
- Mountain Satellite Escondido
- Pacific Broadband Hermosa Beach
- Picture Perfect Installation La Mirada
- Sunshine Communication Inglewood
- Voxxcom Culver City

Sanmina-Sci Corporation/Cable Systems Division Tab 16

- Strategy Workplace Communications San Francisco

Sonoma County Junior College District Tab 17

- Beringer Blass Wine Estates Napa
- CrossCheck, Inc. Rohnert Park
- Jackson Family Farms Santa Rosa
- Kendall Jackson Winery Santa Rosa
- St. Francis Vineyard & Winery Santa Rosa
- Traditional Medicinals Sebastopol

Sony Pictures Entertainment Incorporated Tab 40

- National Training Company, Inc. Irvine

Specialized Printing and Promotions, Inc. Tab 18

Spectrum Organic Products, Inc. Tab 19

- Personnel Perspective Santa Rosa

Sprint Corporation Tab 47

Swinerton Builders Tab33

- Deloitte & Touche LLP San Jose
- Laura Bayne Speakers, Inc. Los Angeles
- Marketing Avenues Oakland
- The Business Resource and Training Company Sonoma

Trinet Networking and Training, Inc. Tab 27

- Curative Health Corona
- Fannie Mae/Federal National Mortgage Association Pasadena
- First American Real Estate Solutions, Inc. Anaheim
- Telepacific Communications Corporation Los Angeles

TST, Inc. Tab 20

- California Manufacturing Technology Consulting Gardena
- Yasmin Gonzalez Rancho Cucamonga

VIASAT, Inc. Tab 37

Westech College Tab 23

- Aerovironment, Inc. Monrovia
- Archwest Developments, Inc. Santa Monica
- Associated Engineers Ontario
- C & D Aerial Mapping Corporation San Dimas
- Calvada Surveying, Inc. Corona
- Craftswell Corporation El Cajon
- David Evans & Associates Ontario
- Elgar Corporation San Diego
- Fairway Molds Walnut
- Fields Devereaux Architects and Engineers Los Angeles

- Gear Technology Rancho Cucamonga
- Hernandez, Kroone and Associates San Bernardino
- HNTB Corporation Santa Ana
- KPFF Consulting Engineers Los Angeles
- PBS & J Riverside
- Perkowitz + Ruth Architects Long Beach
- Sun Maps Costa Mesa
- Van Dell and Associates Irvine
- Westland Group, Inc. Rancho Cucamonga

Worldwide Education Services of California Tab 29

- Bank of America Concord
- Bay Alarm Pacheco
- Bay Area Title Services Walnut Creek
- Bay Business Credit Services Walnut Creek
- Dermatology Surgical Medical Group Santa Cruz
- Digital Green Orinda
- Good Guys Alameda
- In-Vision Communications, Inc. Walnut Creek
- Kaiser Permanente Oakland
- LAD Realty Aptos
- MedAmerica Billing Services Modesto
- Northern American Title Company Pleasanton
- Providian Financial Pleasanton
- St. Rose Hospital Hayward
- Systron/Donner Concord
- Van Bourg, Weinberg, Roger & Rosenfeld Oakland